



Iowa Department of  
Administrative Services

General Services Enterprise

Thomas J. Vilsack, Governor  
Sally J. Pederson, Lt. Governor

Mollie K. Anderson, Director  
Patrick J. Deluhery, Chief Operating Officer

Wednesday, October 08, 2003

To: All Bidders via Email and Fax

RE: RFP # BD80300S255 DVRS IRSS

### **NOTICE OF INTENT TO AWARD**

The Iowa Department of Administrative Services, on behalf of Iowa Department of Vocation Rehabilitation Services, announces its intent to award the IRSS Project, as specified in Request for Proposals # BD80300S255, to the company with the highest scoring compliant proposal, Quilogy, Inc. of West Des Moines, IA, subject to execution of a written contract. As provided for in the RFP, this Notice of Intent to Award is subject execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the State and the successful vendor. The State further reserves the right to cancel the award at any time prior to the execution of a written contract. Reference scoring summary attached.

The presentation from Quilogy distinguished itself above the others in all areas measured: 1) Superior responses to 29 questions to be addressed by all candidates. 2) Questions focused on clarifying technical capabilities as well as styles of project management and change management. 3) Complete responses to questions unique for each candidate. 4) Most impressive and innovative responses to new questions, which were asked during the presentation. 5) Highest level of apparent compatibility with DVRS project team in terms of approach to work. 6) Highest level of apparent compatibility with DVRS project team in terms of individual personalities.

This notice begins the five- (5) day appeal period per Section 401 Iowa Administrative Code. Thank you for participating in the bid process.

Sincerely,

Ms. Ashley Super, Purchasing Agent III  
Phone: 515-281-7073  
E-mail: [Ashley.Super@iowa.gov](mailto:Ashley.Super@iowa.gov)

**SCORING SUMMARY**  
**RFP BD80300S255**

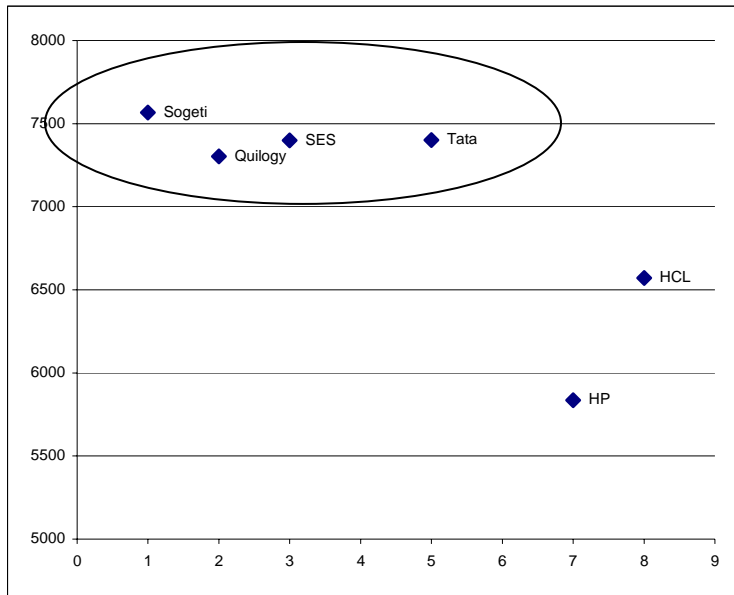
<b>Process Model (1000)</b>	<b>Sogeti</b>	<b>Quilogy</b>	<b>SES</b>	<b>PSD</b>	<b>Tata</b>	<b>Ramco / Trivalent</b>	<b>HP</b>	<b>HCL</b>
Overall methodology - does it look like it works?	250	200	250	150	250	50	50	50
Process management and meeting deadlines	160	160	160	120	160	40	120	100
Do they understand IRSS and DVRS current process model?	120	90	120	120	120	30	120	90
System architecture	150	120	120	120	150	30	90	90
Risk Management	40	40	50	30	40	20	10	10
Defining DVRS involvement, especially knowledge transfer and Knowledge documentation - use of best practices	40	40	40	30	40	10	10	10
Test and implementation strategies (work plan?)	50	50	50	40	50	40	30	20
Licensing package use and understanding fees, and Leveraging packages	30	30	30	30	30	30	30	30
Quality Management	40	40	40	40	40	40	30	40
<b>Sub total</b>	<b>880</b>	<b>770</b>	<b>860</b>	<b>680</b>	<b>880</b>	<b>290</b>	<b>490</b>	<b>440</b>
<b>General Qualifications (1000)</b>	<b>Sogeti</b>	<b>Quilogy</b>	<b>SES</b>	<b>PSD</b>	<b>Tata</b>	<b>Ramco / Trivalent</b>	<b>HP</b>	<b>HCL</b>
.Net (ASP & VB) plus SQL experience	95	120	110	55	110	80	80	90
VR organizations/government agencies experience	85	85	85	60	80	20	110	85
implementation of at least one .Net	110	120	120	50	120	70	80	100
System integration especially XML	20	20	35	20	40	20	70	20
Web-based Enterprise Resource Plan	75	90	90	15	95	50	65	80
Variety/creativity in solving problems	65	85	85	20	75	30	60	85
Experience with unplugged applications	30	0	0	0	0	0	50	0

	Sogeti	Quilogy	SES	PSD	Tata	Ramco / Trivalent	HP	HCL
Technical writers for creating documentation	10	10	25	10	10	10	10	10
Right size teams for example projects	10	10	10	10	35	10	30	10
Similar projects with similar size and complexity	25	25	25	10	25	20	30	25
Terminations, damages, or claims	25	25	25	25	25	0	25	0
<b>Sub total</b>	<b>550</b>	<b>590</b>	<b>610</b>	<b>275</b>	<b>615</b>	<b>310</b>	<b>610</b>	<b>505</b>
<b>Project Principals (500)</b>	Sogeti	Quilogy	SES	PSD	Tata	Ramco / Trivalent	HP	HCL
Positive evidence of how vendor (Principal) deals with issues and conflicts	200	175	150	175	200	150	150	150
• Integrity	40	40	40	25	40	30	40	40
• Customer Service orientation	50	50	50	50	30	25	40	30
• Availability	50	50	40	40	40	50	40	25
• Listening skills	40	40	40	40	30	40	30	30
• How DVRS will communicate with them	50	50	40	40	40	40	30	30
<b>Sub total</b>	<b>430</b>	<b>405</b>	<b>360</b>	<b>370</b>	<b>380</b>	<b>335</b>	<b>330</b>	<b>305</b>
<b>Contractor Staff (1000)</b>	Sogeti	Quilogy	SES	PSD	Tata	Ramco / Trivalent	HP	HCL
Direct .Net experience	40	53	40	55	35	40	25	40
Work sample/code sample	0	0	0	20	6	0	0	0
Contractor/subcontractor responsibilities and relationships	55	55	45	55	55	55	55	55
Government/VR experience	45	50	45	55	20	0	45	35
At least .5 dba - database administrator	30	49	50	0	20	35	30	30
At least .5 business analyst	55	55	30	55	55	55	55	55
Screen designer (may need graphical artist)	30	30	30	0	30	30	30	30
Technical writer	45	55	55	0	0	55	35	45
Communications skills	45	40	45	40	40	40	40	45
Right size teams for example projects - justify need for each person	45	40	53	35	20	20	20	20
Project manager PMP (Project Management Professional) preferred	50	40	45	50	10	50	50	40

	Sogeti	Quilogy	SES	PSD	Tata	Ramco / Trivalent	HP	HCL
Trainer	0	0	55	55	25	25	55	40
Data Modeler	40	40	50	0	25	35	45	55
Systems Architect	55	55	55	40	55	35	55	55
Systems Developer	55	55	55	40	55	35	55	55
Quality Assurance/Testing skills	55	55	45	40	55	55	35	55
Data mapping/conversion experience	45	45	45	0	55	25	55	30
Knowledge of mainframe file formats and capabilities	55	55	55	0	45	0	55	20
completeness of contractor staffing proposal	10	10	10	10	10	10	10	10
<b>Sub total</b>	<b>755</b>	<b>782</b>	<b>808</b>	<b>550</b>	<b>616</b>	<b>600</b>	<b>750</b>	<b>715</b>
Work Plan (3500)	Sogeti	Quilogy	SES	PSD	Tata	Ramco / Trivalent	HP	HCL
Use of work already done	280	280	280	70	280	70	280	210
Documentation	350	210	350	70	210	70	240	140
Use of Jim and Geoff into Development Team	280	350	350	70	140	70	210	350
Coverage of subsections	350	350	245	140	140	140	350	140
Balance workload and not excessively concurrent	120	300	270	120	300	180	120	240
Training	240	300	180	120	60	180	240	240
Appropriateness of staff size to task	180	180	240	60	60	120	60	120
Effective use of milestones	60	120	300	60	240	300	270	300
Risk management	300	300	240	60	240	60	300	240
Critical path/sequencing	60	180	240	60	180	180	120	120
Discovery of new business rules	240	180	240	60	60	60	180	180
<b>Sub total</b>	<b>2460</b>	<b>2750</b>	<b>2935</b>	<b>890</b>	<b>1910</b>	<b>1430</b>	<b>2370</b>	<b>2280</b>
<b>Total Tech Score (7000):</b>	<b>5075</b>	<b>5297</b>	<b>5573</b>	<b>2765</b>	<b>4401</b>	<b>2965</b>	<b>4550</b>	<b>4245</b>
<b>COST:</b>								
<b>Phase I</b>	\$988,717.00	\$1,200,000.00	\$1,254,900.00	Vendor did not receive 3000 points or more on the Technical Score	\$1,115,856.00	Vendor did not receive 3000 points or more on the Technical Score	\$2,443,996.00	\$937,120.00
			See Note 1					
<b>Phase II</b>	\$581,382.00	\$750,000.00	\$887,000.00		\$188,160.00		\$600,000.00	\$744,850.00
<b>Total:</b>	\$1,570,099.00	\$1,950,000.00	\$2,141,900.00		\$1,304,016.00		\$3,043,996.00	\$1,681,970.00
<b>Cost Score (3000):</b>	<b>2492</b>	<b>2006</b>	<b>1826</b>		<b>3000</b>		<b>1285</b>	<b>2326</b>
<b>GRAND TOTAL:</b>	<b>7567</b>	<b>7303</b>	<b>7399</b>	NA	<b>7401</b>	NA	<b>5835</b>	<b>6571</b>
	<b>Sogeti</b>	<b>Quilogy</b>	<b>SES</b>	<b>PSD</b>	<b>Tata</b>	<b>Ramco / Trivalent</b>	<b>HP</b>	<b>HCL</b>

Note 1: SES bid \$1,404,900.00 for Phase I, however, it included \$150,000 est. maintenance charges, which was not to be part of the total.

**Top Finalists:** The companies invited to present were Sogeti, Quilogy, SES and Tata.



**Presentation scores out of a possible additional 3,000 points were awarded as follows:**

General Questions	Sogeti	Quilogy	SES	TCS
1	97	89	89	77
2	68	97	85	58
3	65	97	77	58
4	58	97	74	58
5	89	97	70	58
6	58	97	39	68
7	85	97	62	58
8	89	97	58	39
9	85	97	89	77
10	84	84	77	39
11	93	97	73	48
12	97	97	97	19
13	97	97	85	58
14	93	97	66	39
15	97	97	97	39
16	97	97	85	39
17	93	81	62	39
18	90	77	63	39
19	68	97	68	58

20	74	97	85	45
21	77	97	85	39
22	81	97	85	48
23	19	97	77	29
24	39	97	97	39
25	92	97	77	39
26	77	97	89	58
27	97	97	81	58
28	82	97	66	77
29	93	97	58	97
Vendor Specific Questions	78	81	59	62
Unannounced Questions	93	81	66	66
Presentation Score (3,000 possible)	2504	2913	2341	1624
	Sogeti	Quilogy	SES	TCS

Added to the total score:

1. **Quilogy – 10,216**
2. Sogeti – 10,071
3. SES – 9,740
4. Tata – 9,025